

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

February 27, 1997

RJR Account #091800
Mr. G. Burns
CAPITAL CANDY CO., INC.

APRIL DORAL B2GF LIGHTER / PROMOTION #700050

Dear George:

Regular *DORAL* product has been ordered (see quantities listed below), as well as **90** SKUs of Doral Lighters (Item #521573) to pack and ship the above promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

<u>UPC #</u>	<u>DORAL STYLE</u>	<u>#/ (12M)</u> <u>Cases</u>
12300-16612	<i>FF King</i>	2
12300-15312	<i>FF 100</i>	1
12300-15112	<i>Light King</i>	2
12300-15212	<i>Light 100</i>	1

Product / Premium Arrival:

March 24, 1997

Ship Date to Retail:

Week of: March 31, 1997

Lighters: (Item #521573)

SKU CUBE:

1.1490

SKU WT (w/o Product):

4.1900 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Savings Cartons

EFT \$ Amount:

\$3,178.47

Non-EFT \$ Amount:

\$N/A

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B2GPF

CAPITAL CANDY CO., INC.

Promotion Description: Utilize self-contained shipper. Shipper contains 20 B2GF Doral Lighter sleeves. Two packs of the same brand should be loaded into each sleeve; four cartons per Display. *One (1) Carton each: Doral FF Kg / FF 100 / Lt Kg / Lt 100 / Lt Box.* Consumer purchases two (2) packs of Doral a free Doral Lighter.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED RETAIL CUSTOMER LIST.

SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'

Attached is a list of accounts authorized to receive packed displays. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$168.00 (6 (12M) case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: R. Tanchyk

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-APRDOR.DOC

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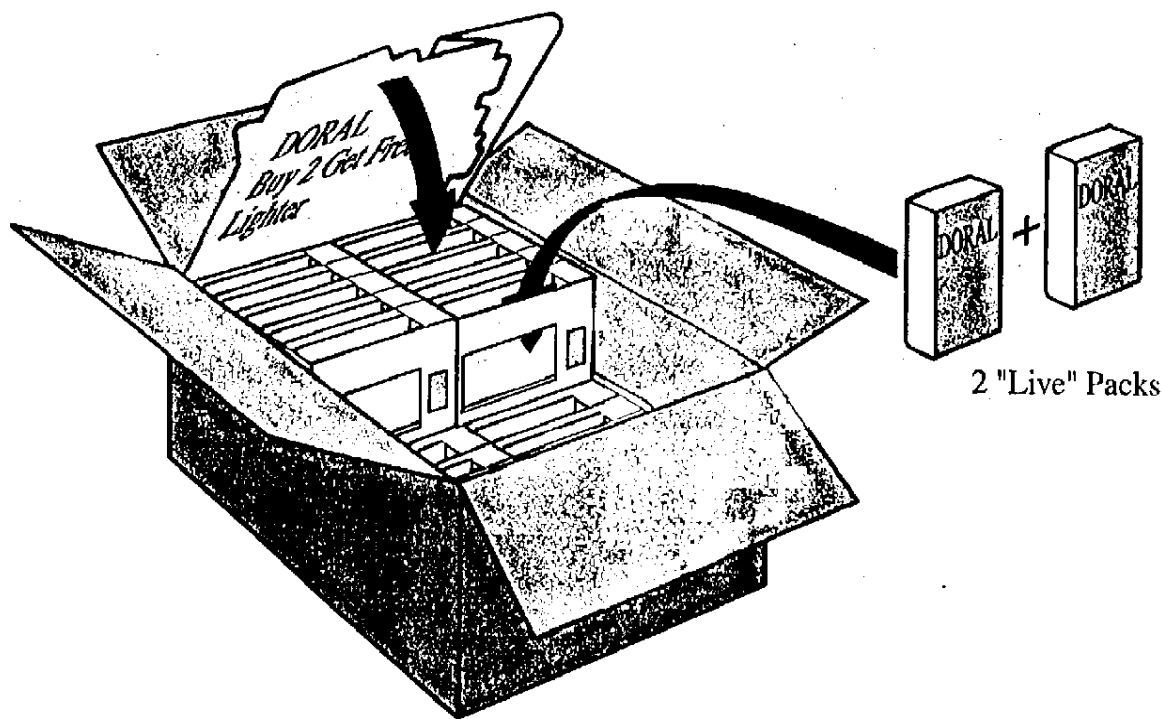
WHOLESALE PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 2ND QTR.'97

April DORAL B2GF Lighter

STEPS

1. Open DORAL B2GF Lighter shipping case.
2. Add 2 "live" DORAL packs of same brand style to each sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 521573

Description: DORAL B2GF Lighter April Display/POS Kit

Brand Style						
Number of Cartons						

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WHOLESALE : 091800 CAPITAL CANDY CO., INC. <DIRECT>
 TEMPLATE : 700050 70400 DORAL APR ITR
 TEMPLATE SEQ : 0004
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112203	112226	221387	GETTY MART	510 SARATUS ST	LEWISTON	ME	04240	1			37065	(207) 782-6922
112203	112226	656865	V & G GETTY MART	990 LISBON ST	LEWISTON	ME	04240	1				(207) 784-3118
112203	112226	720383	CIVIC CENTER GETTY	210 CIVIC CENTER	AUGUSTA	ME	04330	1			37125	(207) 623-1215
112204	112227	580000	MINI APPLE	245 MAIN ST	SOUTH PARIS	ME	04281	1				(207) 743-2708
112204	112227	674066	GLIDDEN'S FOODLINER	MAIN ST	BETHEL	ME	04217	1				(207) 824-2121
112204	112227	754124	FOUR CORNERS	HANCOCK STREET	RUMFORD	ME	04276	1				(207) 364-2725
112204	112225	754679	VILLAGE VARIETY	ROUTE 25	KEZAR FALLS	ME	04047	1			36072	(207) 625-8417
112207	112224	100397	BOW ST MARKET #302	79 BOW ST	FREEPORT	ME	04032	1				(207) 865-6631
112207	112227	676058	ANDY'S YANKEE GROCE	375 COURT ST	AUBURN	ME	04210	1				(207) 782-7091
112208	112225	419588	BOONIE'S INC.	ROUTE 11	SHAPLEIGH	ME	04076	1			38028	(207) 636-2600
163804	163825	702944	DAMANETES	LOWER MAIN STREET	CLAREMONT	NH	03743	2			17167	(603) 542-2222
163806	163826	667008	HANDY LANDING GENER	RR 3 BOX 101B	LACONIA	NH	03246	1			14397	(603) 366-2232
163804		104189	PLAINFIELD GEN. STOR	RT 12A	PLAINFIELD	NH	03781	1			17220	(603) 675-2900
163804	163827	230137	CATHI & DONS COUNTR	RR 2 BOX 365	ENFIELD	NH	03748	2			20067	(603) 632-4210
163803		463677	N. WALPOLE VILLAGE	23 CHURCH ST	NORTH WALPOLE	NH	03609	1			25304	(603) 445-2055
163806	163827	104989	PLEASANT VALLEY STR	ROUTE 4	CANAAN	NH	03741	1			20068	(603) 632-7507
163806	163826	677682	CASE-N-KEG LACONIA	JEFF MORIN ENTERP	LACONIA	NH	03246	1			14290	(603) 524-7254
163806	163826	743970	CASE-N-KEG	5 MILL ST	MERIDITH	NH	03253	1				(603) 279-7443
163806	163826	247457	GILFORD MOBILE MART	1397 LAKE SHORE R	GILFORD	NH	03246	4			30567	(603) 524-8014
163803	163825	712602	JIPPY MART	MAIN STREET	CHARLESTOWN	NH	03603	3				(603) 826-9777
163804		104932	STINSON VILLAGE ST.	2 ALLEN ST	HANOVER	NH	03755	1			80065	(603) 643-6086
112204	112227	103032	MRS. G'S IGA	ROUTE 16	CONWAY	NH	03818	1				(603) 447-5781
112204	112227	105155	BOBS VARIETY	71 HILLSIDE AVE	BERLIN	NH	03570	2			120652	(603) 752-4412
112204	112227	253441	BEEP-BEEP DELI MART	ROUTE 16	CONWAY	NH	03818	1				(603) 447-2250
163803	163825	104114	DREWSVILLE GEN STOR	RTE 123	DREWSVILLE	NH	03604	3			25303	(603) 445-5120
162301		732992	B&D MARKET	132 IRISH SETTLEM	PLATTSBURGH	NY	12901	1				(518) 561-9281
162201	163830	534821	CADYVILLE GOLF	ROUTES 3 & 374	CADYVILLE	NY	12918	1			17159	(518) 293-7575
163801	163828	114170	CENTRAL MKT	SUMMER ST	BARRE	VT	05641	1				(802) 476-4888
163801		639423	QUALITY MARKHT	155 WASHINGTON ST	BARRE	VT	05641	1			14134	(802) 476-3401
162301	163829	577285	LAOS EGG ROLLS	7 RAYMOND RD	COLCHESTER	VT	05446	1				(802) 893-1148
162301		697126	BEVERAGE OUTLET	75 1ST ST	SWANTON	VT	05488	1			351850	(802) 868-5139
162301	163830	760781	BLOUINS BEVERAGE MK	1 NOYES ST	RICHFORD	VT	05476	2				(802) 848-3633
163809	163829	114119	MOUNTAIN RD MKT	344 MOUNTAIN RD	STOWE	VT	05672	1				(802) 253-7010
163804		623927	COUNTRY VILLAGE STO	RTE. 131	ASQUINEY	VT	05030	1			80026	(802) 674-6902
163801		673532	BROOKSIDE COUNTRY	339 E MONTPELIER	BARRE	VT	05641	1			50247	(802) 476-5560
162301		558840	EAST END QUICK STOP	RTE. 7	GEORGIA	VT	05454	1				(802) 527-1088
163801		057943	THR CONVENIENT ONE	MAIN STREET	ST JOHNSBRY CT	VT	05863	1				(802) 748-4204
163801		113886	SMITH'S STORE	MAIN ST	GREENSBORO BEN	VT	05842	1				(802) 533-2631
163809	163828	086861	SHOREHAM SERVICE CT	ROUTE 22A	SHOREHAM	VT	05770	1		2794-0200		(802) 897-8585
163809	163829	088475	BILLING'S MOBIL	ROUTE #100	WATERBURY	VT	05676	1				(802) 244-6673
163809	163829	113522	GRACKY'S STORE	1333 WILLISTON RD	SOUTH BURLINGT	VT	05403	1		1519-0000		(802) 862-1253
163809	163828	114026	KINGSBURY COUNTRY	RT 100	WARREN	VT	05674	1			17026	(802) 496-3366

WHOLESALER : 091800 CAPITAL CANDY CO., INC. <DIRECT>
 TEMPLATE : 700050 70400 DORAL APR LTR
 TEMPLATE SEQ : 0004
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163809	163828	114300	PRATT'S STORE INC	ROUTE #22 A	BRIDPORT	VT	05734	1				(802) 758-2323
163809	163829	303495	SIMON'S	974 SHELBURNE RD	SOUTH BURLINGT	VT	05403	1		1519-0000		(802) 862-8011
163809	163828	410982	CHAMPLAIN FARMS	2 N MAIN ST	NORTHFIELD	VT	05663	3				(802) 485-6000
163809	163829	470566	SIMON'S ESSEX	134 JERICHO RD	ESSEX CENTER	VT	05451	1		1519-0000		(802) 878-3091
163809	163829	470568	SIMON'S #4	RTE 2 & 2A	WILLISTON	VT	05495	1		1519-0000		(802) 878-4933
163809	163829	585246	HANDY'S PARK ST MOB	24 PARK ST	BURLINGTON	VT	05401	1		1519-0000		(802) 862-7594
163809	163829	623926	DOWNTOWN QUICK STOP	93 S WINDOSKI AVE	BURLINGTON	VT	05401	1		1519-0000	3035	(802) 658-2259
163809	163829	658967	SIMON'S STORE & DEL	377 RIVER STREET	MOUNT PELIER	VT	05602	1		1519-0000		(802) 229-0314
163809	163829	704600	FAIRGROUNDS BEVERAG	99 PEARL ST	ESSEX JUNCTION	VT	05452	2			2334	(802) 878-5377
163809	163829	710269	MEROLA'S MARKET	1563 NORTH AVE	BURLINGTON	VT	05401	1				(802) 863-6728
162301	163830	760782	MAYHEW'S CORNER STR	1 RIVER ST	RICHFORD	VT	05476	1				(802) 848-3819
162302	162325	021824	WILLY'S VARIETY	GAGE STREET	BENNINGTON	VT	05201	1				(802) 442-2223
162302	162320	760496	FAIRHAVEN TRUCK STO	RR 2 BOX 7767	FAIR HAVEN	VT	05743	1		3435-0000		(802) 265-3500
163804	163828	065163	SKIP MART	MAIN ST	ROCHESTER	VT	05767	1		2794-0200	17018	(802) 767-3131
163801	163827	113765	JIMMY KNIK	60 COVENTRY ST	NEWPORT	VT	05855	1			050169	(802) 334-2132
163801		114154	LYLES SUPERETTE	MAIN ST	WASHINGTON	VT	05675	1			50097	(802) 883-2220
163801	163828	431453	CONVENIENCE PLUS	44 S MAIN ST	BARRE	VT	05641	1				(802) 479-5513
163801	163827	658712	VITTLES & VARIETY	RR 1 BOX 169B	DERBY	VT	05829	1			50127	(802) 766-2205
163803	163825	469826	WEST RIVER VALLEY	RTE. 30	WEST DUMMERSTO	VT	05357	1				(802) 254-2880
163804		705356	MAIN STREET CASH	192 MAIN STREET	WEST RUTLAND	VT	05777	1			12015	(802) 438-9880
162301	163829	584358	WILSON'S COUNTRY ST	WEST MILTON ROAD	MILTON	VT	05468	1				(802) 893-7786
162301	163830	027920	CROSSROADS MOBIL MT	ROUTE 2 & 78	ALBANY	VT	05440	1		2794-0200		(802) 796-3044
162301	163830	113588	BEVERAGE MART	211 LAKE ST	SAINT ALBANS	VT	05478	1				(802) 527-7437
162301	163830	113605	SO MAIN GROCERY	139 S MAIN ST	SAINT ALBANS	VT	05478	1				(802) 524-3727
162301	163830	195353	CHAMPLAIN FARMS	RTE 78	SWANTON	VT	05488	2				(802) 868-7822
162301	163829	583313	CHIMNEY CORNER STOR	ROUTE 7	MILTON	VT	05468	1		1519-0000		(802) 878-2954
162301	163830	636320	M&R BEVERAGE	BOX 154	HIGHGATE CENTE	VT	05459	1				(802) 868-5271
162301	163829	662806	LAKE ROAD VARIETY	RT. 7	MILTON	VT	05468	1			35285	(802) 893-3650

PAGE BREAK TOTAL ACCOUNTS 70 TOTAL QUANTITY 85

TEMPLATE TOTAL ACCOUNTS 70 TOTAL QUANTITY 85

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

03/25/97

ACCOUNT NUMBER: 091800 CAPITAL CANDY CO INC
VOUCHER NUMBER: 15347698 32 BURNHAM ST
DATE WRITTEN: 03/25/97 BARRE , VT 5641
STATUS: PAID
AMOUNT PAID: 168.00 SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	6.00	168.00

EXPLANATION: DORAL B2GF LIGHTER/#700050/RT

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